

Greater Yellowstone Regional Entrepreneurship & SBIR/STTR Summit (<http://GYRES.MT.GOV>)



August 17th – 18th, 2015

Best Western GranTree Inn in Bozeman, MT



Time	Monday, August 17 th		
1:00	Registration (GranTree Grand Ballroom Foyer)		
1:20	Track 1 (Madison) Defense Contract Audit Agency 1. Introduction and DCAA Overview (20 min) Overview of DCAA, its mission, organizational structure, and types of audits performed 2. Accounting System Requirements (Part 1) Regulatory criteria for establishing an adequate accounting system Presenters: DCAA, Audit Liaison Division Sherry Kobus , DCAA Small Business PM Ryan Mavin , DCAA Supervisory Auditor	Track 2 (Lewis & Clark) Export Opportunities Your product markets abroad may be much larger than you imagined – but how do you start the process? There are lots of folks eager to help you start exporting, because your success in exporting will have benefits for our nation as a whole. Come learn some of the basics, and get ready to take the plunge! Presenters: Carey Hester , Montana U.S. Export Assistance Center Jenni West , Montana Manufacturing Extension Center Brigitta Miranda-Freer , Montana World Trade Center	Track 3 (Hyalite) SBIR & Business Resources Panel: Learn about the free resources available to companies in Montana, and nationally, and what support they can provide for SBIR proposals, commercialization planning, Intellectual Property protection, SBIR Data Rights, Phase III contracting, licensing of your inventions, or just getting your business up and running. Featured resource & support providers include: <ul style="list-style-type: none"> • TechLink • MTIP • Marti Elder, Inc. • SBDC
2:30	Networking Break (Foyer) <i>(Fresh seasonal vegetables with ranch dip, assorted cheeses, fresh seasonal fruit, assorted soft drinks and water)</i>		
2:45	Defense Contract Audit Agency 2. Accounting System Requirements (Part 2) Regulatory criteria for establishing an adequate accounting system 3. Contract Briefs (30 min) Importance of reading your contract to identify, understand, and consolidate key contract provisions Presenters: DCAA, Audit Liaison Division Sherry Kobus , DCAA Small Business PM Ryan Mavin , DCAA Supervisory Auditor	PTAC Presentation "How to write Customer Focused Proposals" This presentation provides insight into the Federal Government's solicitation, proposal evaluation and source selection processes. Attendees will learn how to write customer focused proposals and how to win more Government contracts. Presenter: Jeff Cuskey , Director Bozeman Procurement Technical Assistance Center (PTAC)	SBIR 101 An introduction to the \$2.5 billion annual SBIR/STTR (Small Business Innovation Research/Small Business Technology Transfer) programs, for those with little or no prior experience. Over 100 Montana firms have won over \$175 million in SBIR/STTR funds, which may be your best option for funding your next stage of business growth and new product development. Presenter: Ray Friesenhahn , SBIR & Tech Transition Mgr TechLink
4:15	Networking Break (Foyer) <i>Conference rooms will be combined at this time.</i>		
4:30	Small Business Panel (Grand Ballroom) A Road Tour of SBIR Successes Pete Roos – Bridger Photonics (Bozeman, MT) – Laser & Photonics industry Mark Weitz – Kennon Products (Sheridan, WY) – Aviation & related product development and manufacturing Robert Dunn - Westscape Wholesale Nursery (Belgrade, MT) - Native & adapted plants/Environmental remediation & restoration Local Executive – Takeda Pharmaceuticals (formerly LigoCyte Pharmaceuticals, Bozeman) (Tentative) Winning an SBIR/STTR grant or contract is NOT your goal, but it IS an important enabling step along the way to business success. Come learn from a panel of experienced SBIR/STTR award winners, from a diverse industry background and at various stages of progress along their own business paths, what their experiences have been, and how it may relate to your own goals and potential approaches.		
5:30	Networking Social (GranTree Atrium) <i>(Various hors d'oeuvres, no-host bar)</i> Meet with agency Program Managers and other conference participants in a relaxed social setting, where your most important results may arise!		

Time	Tuesday, August 18 th			
7:15	Registration, Coffee and Breakfast Snacks (Grand Ballroom Foyer) <i>(Coffee and assorted hot tea, assorted juices, pastries, muffins, bagels with butter, jelly & cream cheese)</i>			
8:00	Welcoming Remarks (GranTree Grand Ballroom)			
	GranTree Grand Ballroom	Tamarack	Aspen	Atrium
8:30	Presentations by Federal Agency Representatives SBIR Overview Navy Missile Defense Agency	One-on-one Meetings Federal Agency SBIR/STTR Representatives	One-on-one Meetings Federal Agency SBIR/STTR Representatives	One-on-one Meetings Prime Contractor Representatives
9:45	Networking Break (Foyer) <i>(Coffee and assorted hot tea, sliced fresh fruit, granola bar)</i>			
10:00	Presentations by Federal Agency Representatives Dept. of Energy National Science Foundation Dept. of Transportation EPA	One-on-one Meetings Federal Agency SBIR/STTR Representatives	One-on-one Meetings Federal Agency SBIR/STTR Representatives	One-on-one Meetings Prime Contractor Representatives
11:45	Lunch (Served in Foyer) <i>The Outfitter: sliced ham, beef, home roasted turkey, Swiss and cheddar cheeses, assorted breads, fresh green salad, potato salad, kettle chips, lettuce, tomatoes and pickles)</i>			

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Tuesday, August 18th (cont.)

12:20	Luncheon Keynote Speaker (Ballroom) Governor Steve Bullock (invited) Introduction by MSU President Waded Cruzado		
	GranTree Grand Ballroom	Tamarack	Aspen
1:00	SBIR Data Rights: One Path to Wealth for SBIR Firms <p>Are you adequately protecting your SBIR Data Rights? Are you even sure what they are? SBIR/STTR laws provide some unique IP protections and contracting advantages that make your SBIR or STTR award far more valuable than just the grant or contract award size. Come learn from one of the nation's leading experts in SBIR and related contract law just how important and valuable SBIR Data Rights can be for you.</p> <p>David P. Metzger, Partner Arnold & Porter LLP, Government Contracts Group</p>	Manufacturing Planning & Assistance <p>Are you planning to develop a product that will be manufactured, either in-house or outsourced? Early-stage help in planning and design can result in major cost savings and product advantages, and it can even help win that next SBIR award! Come learn about the national network of Manufacturing Extension Partnerships (MEPs), and how your local MEP professionals can help you.</p> <p>MMEC (Montana Manufacturing Extension Center) Paddy Fleming, Director</p>	Defense Contract Audit Agency Proposal Adequacy (Pt. 1) <p>Overview of how to prepare adequate price proposals</p> <p>Presenters: DCAA, Audit Liaison Division Sherry Kobus, DCAA Small Business PM Ryan Mavin, DCAA Supervisory Auditor</p>
2:00	Working with Defense Prime Contractors <p>Major Prime Contractors supply most of the advanced and complex systems the government buys, and they actively seek capable and innovative small businesses to help them deliver better results. They could be your biggest potential customer, business partner, even an SBIR subcontractor - with your company as the Prime. Come learn what they are looking for, how to prepare, approach and work with them, and how programs such as Mentor-Protégé can provide a big boost for your small business.</p> <p>Invited Prime Contractor representatives include:</p> <ul style="list-style-type: none"> Boeing – Jonathon GreyEyes Lockheed Martin – Craig Owens Northrop Grumman (inv.) Raytheon (inv.) 	University Resources <p>Collaborating with university researchers is known to be the single greatest factor for winning SBIR awards, while STTR <u>requires</u> partnering with a Research Institution, such as a university. Universities can be your partner in other ways as well, providing access to advanced testing and research facilities, and offering licensing opportunities for great new innovations that could be your next big market opportunity. Come learn about what's available, and how you can take advantage of these great nearby resources.</p> <p>Rebecca Mahurin, Ph.D., Director of the Technology Transfer Office, Montana State University Dr. Joe Fanguy, Director of Technology Transfer University of Montana</p>	Defense Contract Audit Agency Proposal Adequacy (Pt. 2) <p>Overview of how to prepare adequate price proposals</p> <p>Presenters: DCAA, Audit Liaison Division Sherry Kobus, DCAA Small Business Program Manager Ryan Mavin, DCAA Supervisory Auditor</p>
3:00	Networking Break (Foyer) <i>(Coffee and assorted hot tea, fresh baked cookies, soft drinks and bottled water)</i>		
	GranTree Grand Ballroom	Tamarack	Aspen
3:15	PTAC Presentation: "How to expand Government Contracting Opportunities via Subcontracting and Teaming" <p>This presentation provides information about formal and informal teaming arrangements, typical teaming agreement provisions, Small Business Administration (SBA) teaming rules and what you need to consider before entering into a subcontract, joint venture agreement or teaming agreement. Additionally, attendees will learn how to identify potential subcontract and teaming partners.</p> <p>Presenter: Jeff Cuskey, Director Bozeman Procurement Technical Assistance Center (PTAC)</p>	Blackstone Launchpad <p>Launched last year with a 3-year \$2M grant from The Blackstone Charitable Foundation, Montana's Blackstone LaunchPad program aims to increase entrepreneurship in Montana, following a national model for fostering entrepreneurship through higher education. It encourages entrepreneurial thinking among university students as well as faculty and alumni for the purpose of incubating a new generation of entrepreneurs. Learn how you could play a part in this exciting new venture.</p> <p>Presenters: Montana Blackstone LaunchPad Directors</p>	Defense Contract Audit Agency Provisional Billing Rates (30 min) <p>Purpose of provisional billing rates (PBR) and PBR development</p> <p>Public Vouchers (30 min) Contractor responsibilities and considerations for properly prepared public vouchers, Standard Form 1034</p> <p>Presenters: DCAA, Audit Liaison Division Sherry Kobus, DCAA Small Business PM Ryan Mavin, DCAA Supervisory Auditor</p>
4:15	Small Business Finance Options <p>SBIR is one way of funding business start-up and growth, but it's not the only way, and not necessarily the best way. Small Businesses and entrepreneurs seeking capital will learn about some of the many options for obtaining financing for their next stage in growth, or for that great start-up idea.</p> <p>Presenters: U.S. Small Business Administration (SBA) Wayne Gardella, CPA, District Director, SBA Roger Hopkins, Deputy District Director, SBA Additional presenters TBD</p>	Air Force SBIR/STTR Economic Impact Study <p>TechLink recently completed the first-ever comprehensive analysis of the economic impacts of a federal SBIR program. The study examined the economic outcomes and impacts from all 4,524 Air Force Phase II SBIR/STTR contracts to 1,750 firms completed during the 2000-2013 period, with a 96% response rate. The results showed good returns on the federal investments, along with some unexpected results, and some truly impressive individual successes.</p> <p>Presenters: Dr. Will Swearingen, TechLink Executive Dir. Ray Friesenhahn, TechLink</p>	
5:00	Conference Adjourns		